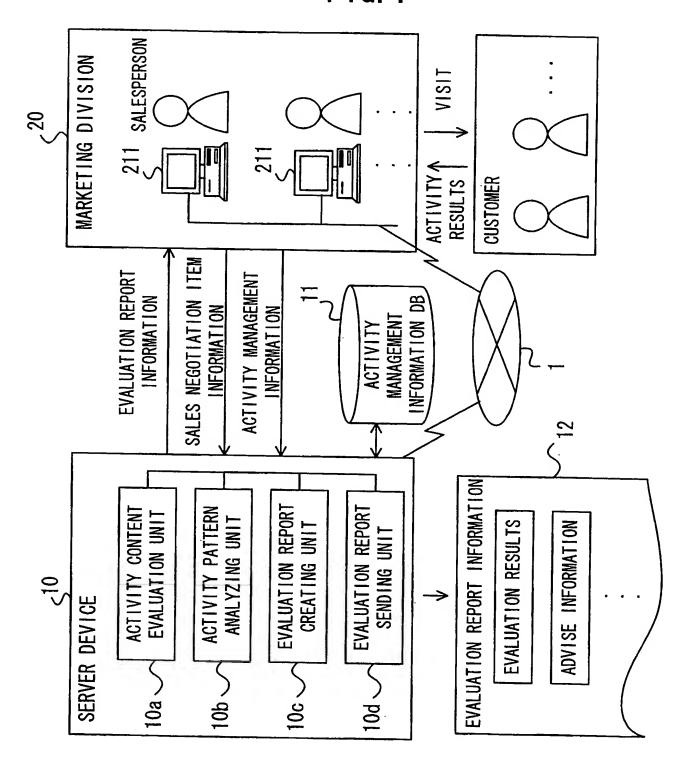
Docket No.: 116692005600

Inventor: Toyoji IKEZAWA le: SALES ACTIVITY MANAGEMENT SYSTEM, SERVER DEVICE, RECORDING MEDIUM AND COMPUTER DATA

SIGNAL

1/9 FIG. 1



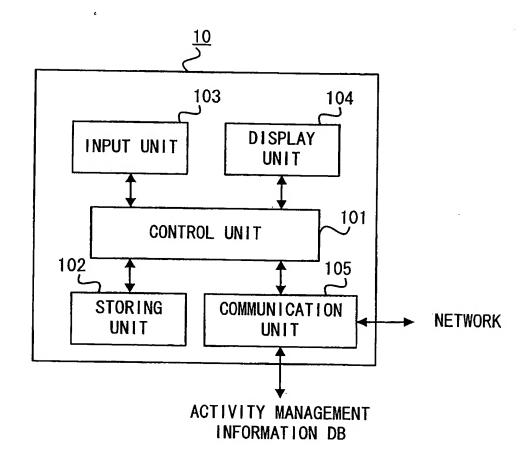
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FIG. 2

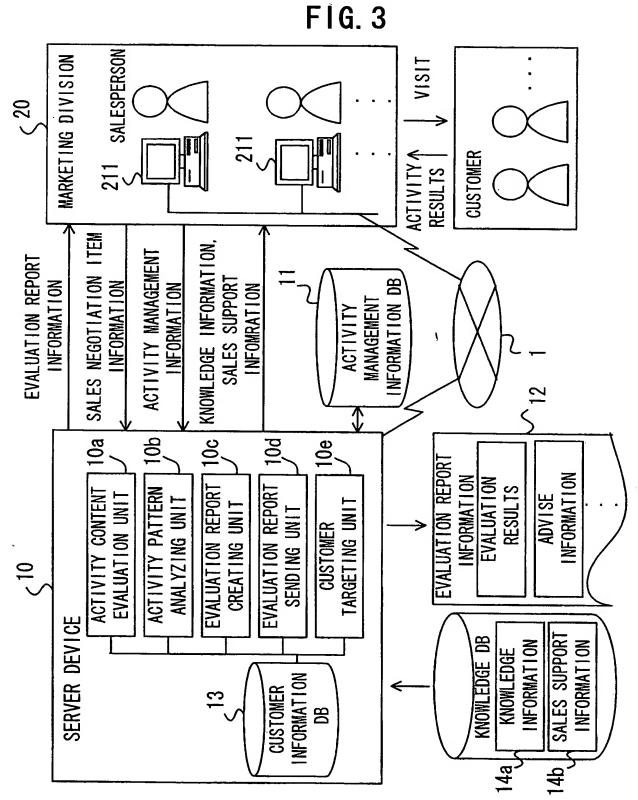


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le: SALES ACTIVITY MANAGEMENT SYSTEM, SERVER DEVICE, RECORDING MEDIUM AND COMPUTER DATA SIGNAL

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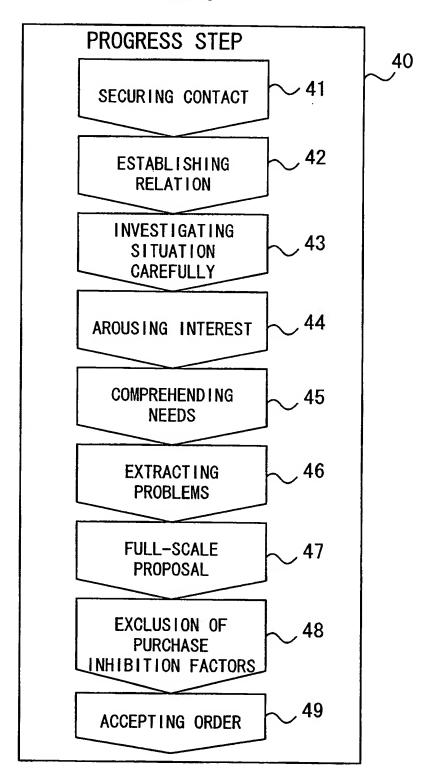
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4/9 FIG. 4



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| 51 | | <u>50</u> | FI | G. 5 | | |
|----------|---------------------|-----------------------------|---------|-------------------------------|----------------|------------|
| ` | | TOKYO R | | | | |
| 52 53 | | DEPARTI | | FIRST DEP. | SECOND DEP. | |
| | NUMBER | 34 | 19 | | | |
| 54 | | ONGOING ITEMS (2002/2/2) | | TOTAL PER PERSON | 7 0. 2 | 7 0. 2 |
| | | | LEVEL 1 | ITEMS PER PERSON | 5 0. 1 | 60 3. 2 |
| | | LOW | LEVEL 2 | ITEMS PER PERSON | 0 | 0.0 |
| | MANDED | | LEVEL 3 | ITEMS PER PERSON | 0 0. 0 | 1 0.1 |
| | NUMBER OF | | LEVEL 4 | ITEMS PER PERSON | 0 0. 0 | 1 0. 1 |
| | REGISTERED ITEMS | MEDIUM | LEVEL 5 | ITEMS PER PERSON | 0 | 3 0. 2 |
| | | | LEVEL 6 | ITEMS PER PERSON | 0 0. 0 | 1 0.1 |
| | | | LEVEL 7 | ITEMS PER PERSON | 2 0. 1 | 6 0. 3 |
| | | | LEVEL 8 | ITEMS PER PERSON | 0 | 2 0. 1 |
| 55 | | | LEVEL 9 | ITEMS PER PERSON | 0 0. 0 | 2 0. 1 |
| 7 | PRODUCT I NF | SPECIFIC FORMATION | | CREATION RATE | Ο% | 4% |
| 56 | | N ESTIMATION | \TE | CREATION RATE | Ο% | Ο% |
| 57 | ACTIVITY T | IME INFO | RMATION | ACTIVITY TIME (PER DAY) | 5. 1 | 5. 6 |

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6/9 FIG. 6

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| | | · | | 65 | | | | |
|------|---|---------------------|--|---|----------------------|----------|--------|--|
| 4 | | ADVISE INFORMATION | CARRY OUT ERESTS WHEN OMER CALLS, P TO SALES CONCRETE PATTERN | THAN 7) | : | | • • •. | |
| 64 | S DIVISION) | ADVISE IN | ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS | (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7) | ESTIMATE PROCEEDS | xxx YEN | | |
| (63 | RSON:) ONE. | RESULTS | SISTERED TIONS IS MBER:5 | YOU SHOULD | AMOUNT | 2 | | |
| | ORT (SALESPE | EVALUATION RESULTS | NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER :5 STANDARD VALUE: 7 | PRIORITY CUSTOMER WHOM YOU SHOULD VISIT WEGOTIATION PROGRESS LEVEL EQUAL TO OR I | UNIT COST | xxx YEN | | |
| (62 | EVALUATION) REPORT (SALESPERSON:) ONE'S DIVISION) | RANKING' | B | PRIORITY CO | PRODUCT NAME | PPC 001 | | |
| , 61 | | CLASS IF I CAT'I ON | NUMBER OF REGISTERED SALES NEGOTIATIONS | (SAL | CUSTOMER NAME | ABC LTD. | | |

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DEVICE, RECORDING MEDIUM AND COMPUTER DATA

3IGNAL

FIG. 7

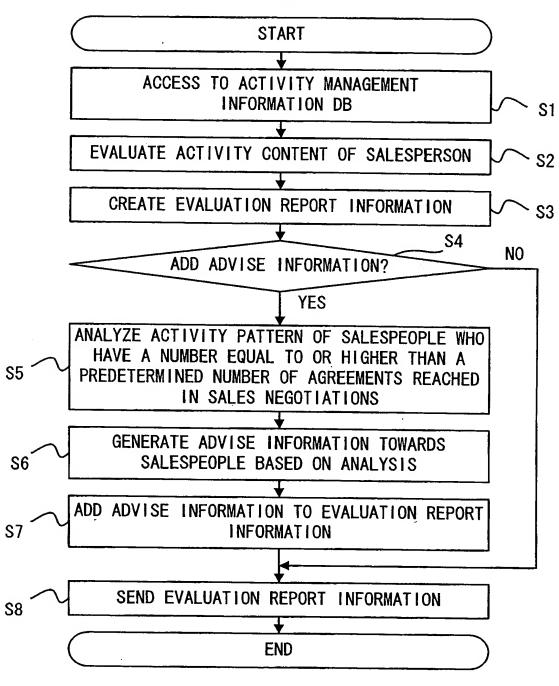
| | | | | | 65 | | | | | | |
|----|------------------------------|--------------------|--|-------|--|----------------------|----------|--|-----------------|----------------------------|--|
| | | -ORMATION | CARRY OUT ERESTS WHEN OMER CALLS, OTO SALES CONCRETE PATTERN | | HAN 7) | • | • | | | | |
| 64 | ONE'S DIVISION) | ADVISE INFORMATION | ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS | • • | PRIORITY CUSTOMER WHOM YOU SHOULD VISIT (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7) | ESTIMATE PROCEEDS | xxx YEN | | IMENT | | |
| 63 | REPORT (SALESPERSON:) ONE' S | ESULTS | EVALUATION RESULTS NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER :5 STANDARD VALUE: 7 | | YOU SHOULD VEL EQUAL | AMOUNT | 2 | | | | |
| | | EVALUATION F | | | PRIORITY CUSTOMER WHOM YOU SHOULD VISIT VEGOTIATION PROGRESS LEVEL EQUAL TO OR I | UNIT COST | xxx YEN | | MANAGER COMMENT | WHEN MAKING CUSTOMER CALLS | |
| | REPO | | SA SA | | TY CU | VAME | _ | | | CUST | |
| 62 | EVALUAT I ON | RANKING | æ | • • • | PRIORI ES NEGOTI, | PRODUCT NAME | PPC 001 | | | EN MAKING | |
| 61 | | CLASSIFICATION | NUMBER OF REGISTERED SALES NEGOTIATIONS | | (SAL | CUSTOMER NAME | ABC LTD. | | ٠ | iM | |

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FIG. 8



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SIGNAL

9/9 FIG. 9

